

Message Text

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TO AMEMBASSY OTTAWA

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E.O. 11652:N/A

TAGS: EAIR, CA

SUBJECT: CIVAIR: PROPOSED CANADA/BAHAMAS AIR AGREEMENT

REF: OTTAWA 2429

1. DEPARTMENT CONCURS WITH EMBASSY SUGGESTION THAT REPRESENTATIONS TO EXTAFF REGARDING WINDSOR RIGHTS MIGHT BE USEFUL. EMBASSY MAY MAKE LOW KEY PRESENTATION ON ORAL AND INFORMAL BASIS. EMBASSY SHOULD INCLUDE AN EXPRESSION OF GENERAL US CONCERN WITH POTENTIAL OF THIRD COUNTRY CARRIERS TO DIVERT US SOURCE TRAFFIC FROM POPULOUS AREAS CLOSE TO THE US-CANADIAN BORDER BY MOUNTING LOW-FARE OPERATIONS FROM CANADA TO POINTS OUTSIDE OF NORTH AMERICAN CONTINENT. EMBASSY MAY USE FOLLOWING ADDITIONAL TALKING POINTS:

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A) NOTE PROXIMITY OF WINDSOR TO DETROIT METROPOLITAN AREA AND EXPRESS VIEW THAT IF LOW-FARE OPERATORS SUCH AS INTERNATIONAL AIR BAHAMAS WERE ALLOWED TO PROVIDE AIR SERVICES BETWEEN WINDSOR AND THE BAHAMAS, THERE COULD BE SIGNIFICANT DIVERSION OF TRAFFIC FROM US AND POSSIBLY CANADIAN CARRIERS.

B) POINT OUT POSSIBILITY THAT LOW-FARE SIXTH FREEDOM OPERATORS (SUCH AS INTERNATIONAL AIR BAHAMAS) COULD LINK UP WITH OTHER BAHAMAS CARRIERS OPERATING ON WINDSOR-BAHAMAS SEGMENT TO PROVIDE LOW-FARE CONNECTING SERVICES TO EUROPE THEREBY CONTRIBUTING TO OVERCAPACITY PROBLEM OVER NORTH ATLANTIC.

2. EMBASSY SHOULD AVOID EXPLICITLY ADVOCATING DENIAL BY CANADIANS OF WINDSOR RIGHTS TO BAHAMAS BUT SHOULD CONFINE PRESENTATION TO RAISING ABOVE PROBLEM AREAS FOR CONSIDERATION BY CANADIAN AUTHORITIES IN FORMULATING THEIR DECISION. KISSINGER

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